



Diversified Livestock Production Entrepreneurship Example Application

ENTREPRENEURSHIP

Proficiency

TEXAS



Place Label Here

CHAPTER #: TX0000
 STATE: TX
 Member ID #: 55555555

DIVERSIFIED LIVESTOCK PRODUCTION

Name of Proficiency Award Area

1. Name: Dustin D. Marsh
2. Date of Birth: 03/24/1983 3. Age: 18
4. Gender: X Male Female 5. Social Security #: 555-55-5555
6. Address: (street/R.R./box no.) 5680 S. Anywhere St.
- City: Anywhere State: TX Zip: 55555
7. Home Telephone number (including area code): (555) 555-1111
8. Name of Parents/Guardians 9. List Parents/Guardians Occupation Below:
- a. Father: Donald Farmer
- b. Mother: Debbie Secretary
10. Complete FFA Chapter Name: Anywhere FFA
11. Name of High School: Anywhere High School
12. School Address: (street/RR./box no.) 7171 FM 1628
- School City: Anywhere State: TX School Zip: 55555
13. School Telephone Number (including area code): (555) 555-2222
14. Chapter Advisor(s): Dennis Jones; Ray Smith
15. Year FFA Membership Began: 1998
16. Years of Agricultural Education Completed: 3
17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: 4
18. Year in school at time of applying for the award: 12
19. If you have graduated from the high school, year graduated: No
20. State/National Dues paid? NO YES Y

We have examined this application and find that the records are true, accurate, and complete. We hereby permit for publicity purposes, the use of any information included in this application with the exception of the following:

Candidate Signature

Parent or Guardian Signature

In addition, we certify the applicant has achieved a satisfactory record of scholastic achievement.

Chapter Advisor Signature

 Superintendent or Principal Signature
 (indicate which)

The information contained in this application has been substantiated by an actual visit to the site of the applicant's supervised agricultural experience program.

Employer Signature (if applicable)

State Supervisor, Ag Ed, Signature

NOTICE: This application will not be returned by the National FFA Organization. Please make a copy for your records.

I. Performance Review

DIVERSIFIED LIVESTOCK PRODUCTION

A. Getting Started in this activity:

(15)

1. Briefly describe your SAE as it is related to this proficiency area. Describe how you started in this proficiency area. What interested and motivated you to begin?

Since I have been raised on a dairy, animals have been a part of my everyday life, and I have been interested in them since I was old enough to know what they were. My dad gave me a Jersey calf as a welcome home gift when I was just four days old, and that was the beginning of my current dairy herd. Before I was old enough to participate in livestock shows, I could hardly wait to raise show animals. I helped my sister, who is older, with her poultry projects for years, but when I was old enough to join 4 H, I was not satisfied with showing just broilers. I had been to the stock shows and watched others show pigs and wanted to do that. I did show dairy heifers for a few years, but was particularly interested in raising pigs. I showed my first hog in third grade after convincing my dad to buy one for the county show. Ever since fifth grade, I have raised my own breeding swine and show pigs. I continued to raise broilers since they were a short term project that proved profitable, and later I added turkeys. My parents originally financed my early projects, but stock show successes and show pig sales have enabled me to finance my own enterprises and to save money for college.

2. When you were planning your supervised agricultural experience in this proficiency area, what 2 or 3 goals and objectives did you plan to achieve at this point in your development?

I have set numerous goals, and as each is achieved, I set new ones. My original goal, when I was very young, was to place a pig from my own breeding stock, in a major stock show, which is not easy in our area. Approximately 5000 pigs compete in the major shows, so I set a goal to learn as much as I could about fitting a pig, what a particular judge might be looking for and facts about different types of feed, so I could establish a feeding program that worked with the various breeds I was raising. I placed two pigs at Houston and have had two second places at San Antonio. I also wanted to place breeding swine at the top of their class at San Antonio. This year I received Reserve Champion Hamp boar and Champion and Reserve Champion Hamp gilts. Another goal is to raise quality show pigs to sell for profit in order to help fund college expenses. I plan to continue my breeding swine enterprise as long as it remains profitable to do so. I will no longer be raising broilers or turkeys now that I am out of high school, but my goal was always to place each year because placing meant selling at auction which netted me more money for future show projects and for college. My dairy enterprise is one I can focus on more now that I will not have to spend time with show animals. My goals are to decrease calving intervals, increase milk production, butter fat and protein and to increase herd size by raising replacement heifers without having to buy any. After becoming involved in FFA, I also set a goal to win a proficiency award at the state and national levels.

B. Progress:

1. Describe any special advantages or disadvantages that had a major impact on your achievements in your supervised agricultural experience program.

Advantages: The major advantage I have is living on a family? owned and operated dairy farm with my parents who are very supportive of all my agricultural activities. Because we live on a farm, I have had room to raise a variety of animal projects and to expand my swine facility. Another advantage is having expertise help from my dad in the area of dairy cattle and from local pig producers in the area of swine production. Disadvantages: A disadvantage is that it takes a great deal of time to successfully raise and show all these animals. While I do get help from my dad, it is very little since he is primarily busy with the dairy. It is particularly difficult at stock show time when I spend so much time at the show and still have to find a way to put in all the hours required to take care of the animals still at home. Another disadvantage to stock shows in our area is that the competition is very challenging since some 5000 pigs generally go through the original sift at major shows and only about 300 make the sale at San Antonio and about 600 at Houston. Selling a placing animal at a stock show auction is the primary means of making any money off a show animal. Varying market prices can also be a disadvantage at times making it difficult to turn a profit, particularly when swine and cattle prices are never steady. I wanted to continue to show dairy cattle, but they are very time consuming to prepare for show, and the length of shows would require me to miss too much school.

I. Performance Review

(continued)

DIVERSIFIED LIVESTOCK PRODUCTION

B. Progress (continued)

2. Explain how resources such as livestock, land, buildings, equipment, machinery, supplies and labor are obtained and utilized in this proficiency area.

My original Jersey heifer, given to me at birth, produced replacement heifers, which, in turn, produced other replacement heifers. My dairy cattle are milked, pastured and fed as part of the family's herd with a variable percentage as my return. My poultry enterprises were raised in a pre? existing facility. My breeding and marketing swine are housed in a free stall barn, but I built pens beneath it and in outdoor areas around it. Much of the early materials were paid for by my parents, and I user! to farrow on sand in the free? stall barn. As I expanded the enterprise, 1 used money from show pig sales and stock shows to add a concrete slab and to buy steel for farrowing crates which I welded. I spend from 4 to 5 hours each day on labor during the school year and 8-10 hours per day on weekends. Since the land and barn are owned by my dad and uncle, I pay a monthly pen rent which includes some of the feeders, waterers, pipes used to run water, water, and electricity. I maintain the facility, do all the repairs, upkeep, herd health management, feeding, culling and marketing.

3. Describe your marketing and/or merchandising plans for this proficiency award area.

I have little input into marketing milk since our milk is sold through a co op that determines where and how it will be marketed. I sold culled live turkeys by advertising in the local newspaper and sold culled processed show broilers and turkeys to teachers with whom my mom works. My swine enterprise is primarily selling show pigs at various show pig sales and some on farm sales. I have managed to build repeat customers over the years and get new customers at sales and by word of mouth. I call prior buyers to inform them about upcoming sales and generally do not sell pigs on the farm until after the first sale because I am more likely to get a higher price at the sale. The past couple of years my sales average has increased due to higher quality of pigs achieved through boar selection and improved genetics. Placing poultry and pigs at stock shows brings premium prices at auctions. Winter pig litters are raised and sold at market as feeder pigs.

C. Analysis/Evaluation of Program

1. Describe your level of achievement and progress towards your goals (such as skills, scope, etc.) in this award area as related to the goals and objectives described on page 2, question 2.

Over the past four years, 1 have continued to expand my dairy and pig enterprises. Since the poultry projects were show projects only, and exhibitors are limited in the number of birds they can order and are not allowed to breed their own, I could not expand those. I feel 1 have achieved most of my goals and continue to set higher expectations. I began with one breeding gilt and will be farrowing 25 gilts and sows this summer and have added two boars. I increased show pig sales from 8 or 9 the first year to over 100 this past year. I achieved my goal of finally turning a profit from show pig sales and continue to strive for better quality in each litter. My dairy cattle have increased from the original Jersey to 12 head, and I have diversified by adding a Holstein for which my dad allowed me to trade out a Jersey. I have been fairly successful in maintaining short calving intervals and higher milk production. I have also been able to save money for college.

2. Describe the personal goals, educational goals, and career goals you would like to achieve in the next ten years.

My current plans include continuing my swine SAEP, which requires me to live at home and commute to college, so I will be attending Southwest Texas University where I will major in Animal Science and take required PreVet classes. I hope to one day pursue a career as a veterinarian working with farm animals. I also plan to continue to be active in the family dairy by working as relief milker when needed and by continuing to do our field work like plowing, planting, and cutting, raking, baling and hauling hay. I have even begun a little summer sideline doing some custom cutting and baling. I also want to continue to improve the quality and production in both my dairy and swine enterprises. I am expecting to gain information from my college agriculture classes that will be beneficial in these areas.

D. Skills, Competencies, and Knowledge (List your BEST 10)

1. List the major skills, competencies and knowledge (e.g. marketing, safety, personal skills development) that best describe what you gained technically and personally from this proficiency area. How do you think these skills, competencies, and knowledge contributed to your success in this award area?

Skills, Competencies, and Knowledge	Contributions to Success
1. Calf raising-Gained knowledge in feeding, health management and breeding	1. Calf-raising is the first major step in the dairy industry. One must be able to feed and care for the general health of calves from day one to freshening.
2. Record keeping? Documentation of breeding dates in cattle, calving dates and health records	2. Accurate records are necessary to keep up with breeding dates, sires used, calving dates, sex, ID numbers for calves, and drugs used for withdrawal on cows in milk
3. Climate control-Keeping animals cool increases production.	3. Cooler cows produce more milk, breed better, and cooler young grow better.
4. Herd health-Routine vaccinations, parasite control and medications	4. Maintaining a healthy herd is very important for peak production. Mastitis is a main concern in dairy cattle and must be detected early and preventative measures must be taken.
5. Artificial insemination? Knowledge in selecting sires, handling semen, detecting heats, and artificial insemination techniques	5. Through artificial insemination, I can use the best sires in the nation, improving genetics and production in both meat and milk animals.
6. Plumbing skills-Install watering systems for consumption and heat control	6. Fans with misters, used to increase cooling efficiency, as well as an ample amount of watering space result in higher production.
7. Facility management-Climate control and sanitation practices	7. Sow milk production and pig health in the farrowing house are dependent upon temperature control and comfort. Keeping pigs cool reduces stress, increases milk production and stimulates pig growth.
8. Climate control-Keeping animals cool will increase productivity.	8. Broilers will increase their food consumption by as much as 50 percent when kept at a cooler level during the hotter months. They do not like to eat when they are too warm.
9. Handling and transportation-Care must taken to avoid bruises and broken wings.	9. I try to handle birds carefully and use wood shavings in boxes when transporting them to shows. I have not had any injuries in the past four years.
10. Debeaking and desnooding-to reduce injuries and cannibalism	10. Debeaking helps in preventing cannibalism while desnooding aids in reducing injuries.

II. Inventory Related to:

DIVERSIFIED LIVESTOCK PRODUCTION

(Applicant's Share)

(10)

	Beginning		Ending	
	Quantity	Total Value (A)	Quantity	Total Value (B)
1. Current/Operating Inventory				
a. Candidate's investment in harvested & growing crops	0	\$0	0	\$0
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	0	\$0	0	\$0
c. Candidate's investment in merchandise, crops and livestock purchased for resale.	0	\$0	0	\$0
d. Candidate's investment in raised market livestock and poultry	51	\$1,275	56	\$4,650
2. Total Current/Operating Inventory (a+c+d)	XXXXXXX	\$1,275 ⁽¹⁾	XXXXXXX	\$4,650 ⁽²⁾
3. Non-Current/Capital Non-Depreciable Property				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry	17	\$9,200	41	\$32,900
b. Candidate's investment in land	0	\$0	0	\$0
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXX	\$9,200 ⁽³⁾	XXXXXXX	\$32,900 ⁽⁴⁾
4. Non-Current/Capital Depreciable Inventory				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock	0	\$0	0	\$0
b. Candidate's investment in machinery, equipment & fixtures	0	\$0	0	\$19,300
c. Candidate's investment in depreciable land improvements, buildings and fences		\$0		\$0
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$0 ⁽⁵⁾		\$19,300 ⁽⁶⁾
5. Total Non-Current/Capital Inventory (3c+4d)	XXXXXXX	\$9,200 ⁽⁷⁾	XXXXXXX	\$52,200 ⁽⁸⁾

III. Schedule of Liabilities Related to:

DIVERSIFIED LIVESTOCK PRODUCTION

(5)

(Applicant's Share)

	Beginning (A)		Ending (B)
Current/Operating Liabilities			
(a) Total accounts and notes payable	\$0 ⁽⁹⁾		\$0 ⁽¹⁰⁾
(b) Total Current portion of non-current debt	\$0 ⁽¹¹⁾		\$0 ⁽¹²⁾
(c) Total Current Liabilities (a + b)	\$0 ⁽¹³⁾		\$0 ⁽¹⁴⁾
Non-Current/Capital Liabilities			
(d) Total notes & chattel mortgages	\$0 ⁽¹⁵⁾		\$0 ⁽¹⁶⁾
(e) Total real estate mortgages/contracts	\$0 ⁽¹⁷⁾		\$0 ⁽¹⁸⁾
(f) Total Non-Current Liabilities (d + e)	\$0 ⁽¹⁹⁾		\$0 ⁽²⁰⁾

* Transfer values for #(1) - (20) to corresponding number on page 7

IV. Scope Related To:

(Applicant's Share)

DIVERSIFIED LIVESTOCK PRODUCTION

(5)

YEAR	1997	1998	1999
KIND OF ENTERPRISE	Broilers	Broilers	Broilers
SIZE OF ENTERPRISE	50 hd	50 hd	50 hd
KIND OF ENTERPRISE	Turkeys	Turkeys	Turkeys
SIZE OF ENTERPRISE	50 hd	50 hd	50 hd
KIND OF ENTERPRISE	Market Swine	Market Swine	Market Swine
SIZE OF ENTERPRISE	6 hd	10 hd	10 hd
KIND OF ENTERPRISE	Dairy Cattle	Dairy Cattle	Dairy Cattle
SIZE OF ENTERPRISE	6 hd	8 hd	8 hd
KIND OF ENTERPRISE	Breeding Swine	Breeding Swine	Breeding Swine
SIZE OF ENTERPRISE	14 hd	18 hd	24 hd

V. Income and Expense

(Applicant's Share)

(15)

Summary Related To:

DIVERSIFIED LIVESTOCK PRODUCTION

Year	1997	1998	1999
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$2,275	\$4,350	\$1,959
b. Beginning Current/ Operating Inventory	\$1,275	\$2,275	\$4,350
c. Change in Current/ Operating Inventory (a minus b)	\$1,000	\$2,075	(\$2,391)
d. Cash Sales	\$8,711	\$26,839	\$36,079
e. Value of Products Used at Home	\$0	\$0	\$0
f. Value of Production Transferred or Bartered	\$0	\$0	\$0
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$0	\$0	\$0
h. Total Current/Operating Income (c-g)	\$9,711	\$28,914	\$33,688
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$605	\$0	\$175
b. Cash Current/ Operating Expenses-Feed	\$2,905	\$6,714	\$9,933
c. Non-Cash Current/ Operating Expenses-Feed	\$0	\$86	\$0
d. Cash Current/ Operating Expenses-Other	\$430	\$1,773	\$3,655
e. Non-Cash Current/ Operating Expenses-Other	\$0	\$0	\$0
f. Total Current/ Operating Expenses (add a thru e)	\$3,940	\$8,573	\$13,763
3. Net Current/Operating Income (1h minus 2f)	\$5,771	\$20,341	\$19,925
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$9,000	\$17,300	\$16,400
b. Non-Current/Capital Sales	\$0	\$1,500	\$0
c. Beginning Non-Current/Capital Inventory	\$9,200	\$9,000	\$17,300
d. Non-Current/Capital Purchases	\$0	\$1,800	\$2,200
e. Net Capital Transactions (a+b minus c minus d)	(\$200)	\$8,000	(\$3,100)
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$5,571	\$28,341	\$16,825
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$50,737
	XXXXXXXXXX	(5A+5B+5C ONLY)	

IV. Scope Related To:

(Applicant's Share)

DIVERSIFIED LIVESTOCK PRODUCTION

(5)

YEAR	2000	2001	2002
KIND OF ENTERPRISE	Broilers		
SIZE OF ENTERPRISE	50 hd		
KIND OF ENTERPRISE	Turkeys		
SIZE OF ENTERPRISE	50 hd		
KIND OF ENTERPRISE	Market Swine		
SIZE OF ENTERPRISE	11 hd		
KIND OF ENTERPRISE	Dairy Cattle		
SIZE OF ENTERPRISE	12 hd		
KIND OF ENTERPRISE	Breeding Swine		
SIZE OF ENTERPRISE	24 hd		

V. Income and Expense

(Applicant's Share) (continued)

(15)

Summary Related To:

DIVERSIFIED LIVESTOCK PRODUCTION

	X		
Year	2000	2001	2002
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$4,650	\$0	\$0
b. Beginning Current/ Operating Inventory	\$1,959	\$0	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$2,691	\$0	\$0
d. Cash Sales	\$60,864		
e. Value of Products Used at Home	\$0		
f. Value of Production Transferred or Bartered	\$0		
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$0		
h. Total Current/Operating Income (c-g)	\$63,555	\$0	\$0
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$0		
b. Cash Current/ Operating Expenses-Feed	\$13,928		
c. Non-Cash Current/ Operating Expenses-Feed	\$0		
d. Cash Current/ Operating Expenses-Other	\$4,068		
e. Non-Cash Current/ Operating Expenses-Other	\$0		
f. Total Current/ Operating Expenses (add a thru e)	\$17,996	\$0	\$0
3. Net Current/Operating Income (1h minus 2f)	\$45,559	\$0	\$0
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$52,200		
b. Non-Current/Capital Sales	\$1,890		
c. Beginning Non-Current/Capital Inventory	\$16,400	\$0	\$0
d. Non-Current/Capital Purchases	\$2,600		
e. Net Capital Transactions (a+b minus c minus d)	\$35,090	\$0	\$0
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$80,649	\$0	\$0
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$131,386
	XXXXXXXXXX	(Years 1 - 6)	

VI. Applicants Financial Balance Sheet Statement
DIVERSIFIED LIVESTOCK PRODUCTION

(5)

	Beginning Value of First Year (SAE)		Ending of Last Complete Year	
	Related to Proficiency (A)	Total (B)	Related to Proficiency (C)	Total (D)
1. Current/Operating Assets				
a. Cash on-hand, checking and savings	\$15,000	\$15,000	\$49,247	\$49,247
b. Cash value - bonds, stocks, life insurance	\$0	\$0	\$0	\$0
c. Notes & accounts receivable	\$0	\$0	\$0	\$0
d. Current/Operating Inventory	\$1,275 ⁽¹⁾	\$1,275	\$4,650 ⁽²⁾	\$4,650
e. Total Current/Operating Assets (a+b+c+d)	\$16,275	\$16,275	\$53,897	\$53,897
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)	\$9,200 ⁽³⁾	\$9,200	\$32,900 ⁽⁴⁾	\$32,900
b. Depreciable inventory (Includes purchased of breeding stock)	\$0 ⁽⁵⁾	\$0	\$19,300 ⁽⁶⁾	\$19,300
c. Total Non-Current/Capital Assets (a+b)	\$9,200 ⁽⁷⁾	\$9,200	\$52,200 ⁽⁸⁾	\$52,200
d. TOTAL ASSETS (1e+2c)	\$25,475	\$25,475	\$106,097	\$106,097
3. CURRENT/OPERATING LIABILITIES				
a. Accounts & notes payable	\$0 ⁽⁹⁾	\$0	\$0 ⁽¹⁰⁾	\$0
b. Current portion of non-current debt	\$0 ⁽¹¹⁾	\$0	\$0 ⁽¹²⁾	\$0
c. Total Current/Operating Liabilities (a+b)	\$0 ⁽¹³⁾	\$0	\$0 ⁽¹⁴⁾	\$0
4. NON-CURRENT/CAPITAL LIABILITIES				
a. Notes & chattel mortgages (total minus current portion)	\$0 ⁽¹⁵⁾	\$0	\$0 ⁽¹⁶⁾	\$0
b. Real estate mortgages/contracts (total minus current portion)	\$0 ⁽¹⁷⁾	\$0	\$0 ⁽¹⁸⁾	\$0
c. Total Non-Current/Capital Liabilities (a + b)	\$0 ⁽¹⁹⁾	\$0	\$0 ⁽²⁰⁾	\$0
d. TOTAL LIABILITIES (3c+4c)	\$0	\$0	\$0	\$0
5. OWNER'S EQUITY/NET WORTH (2d minus 4d)	\$25,475	\$25,475	\$106,097	\$106,097
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$80,622 ⁽²¹⁾	\$80,622 ⁽²²⁾
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)	\$16,275	\$16,275	\$53,897	\$53,897
8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)	\$16,275 / to \$1	\$16,275 / to \$1	\$53,897 / to \$1	\$53,897 / to \$1
9. DEBT-TO-EQUITY RATIO (4d divided by 5) (Total liabilities divided by owners equity)	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1

* For # (1)-(20) values are transferred from corresponding numbers on page 5.

(21) Line 5, Column (C) minus Line 5, Column (A) (22) Line 5, Column (D) minus Line 5, Column (B)

VII. Efficiencies Attained (refer to Appendix I, II of Proficiency Award Handbook):

(5)

Efficiency Factor	Year	Level Achievement	Describe how this factor was used to manage this enterprise
First conception rate	1997	95%	Fewer than the usual average recycled after the first attempt.
Show marketed	1997	80%	The number of pigs that were weaned was by a stronger nutritional program in both sows and their pigs. I increased my market by stricter
Calving interval	1997	70%	The calving interval was improved by using better heat detection and better timing for insemination.
Rolling herd average	1997	16,100 #	Rolling herd average was increased by better nutrition and by artificial insemination.

VIII. Non-Cash Income NOT Related to this Award Area

Year	Source of Income	Amount Received
1999	Gifts	\$100
TOTAL		\$100

IX. Earned Income NOT Related to this Award Area.

Year	Source of Income	Amount Received
TOTAL		\$0

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
TOTAL		\$0

XI. Accounting for Change in Owner's Equity

1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$131,386
2. Non-Cash Income <u>NOT</u> Related to the Award Area (Section VIII)	\$100
3. Earned Income <u>NOT</u> Related to this Award Area (Section IX)	\$0
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$0
5. Total Sources of Income (Section XI, 1+2+3+4)	\$131,486
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures	\$2,950
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$128,536
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$80,622

* Note Line 7 must be equal to or exceed Line 8.

MET

Checklist for Entrepreneurship Proficiency Applications

Award Area: DIVERSIFIED LIVESTOCK PRODUCTION
Name: Dustin D. Marsh

Local Advisor	State Advisor	Circle "Y" if the Statement is "YES" and "N" if the Statement is "NO".
Y N	Y N	1. Applicant has been an active FFA member for each year covered by this application. Cover Page, Line 20. (Please consult the local & state copy of membership roster each year.)
Y N	Y N	2. Applicant has included his/her Social Security number, Cover Page, Line 5.
Y N	Y N	3. Applicant has been out of high school for no more than one year. Cover Page, Line 19.
Y N	Y N	4. Applicant has graduated and has completed at least three full years of agriculture, or all of the agriculture offered at the school last attended, Cover Page, Line 16, OR the applicant is still in high school at the time of applying.
Y N	Y N	5. Applicant has in operation and has maintained at least one calendar year of SAE records to substantiate an outstanding supervised agricultural experience program through which exhibits comprehensive planning, managerial and financial expertise, Pages 2, 3, 4, 5, 6, 7, 8 and 9.
Y N	Y N	6. Kind of Business/Enterprises listed on Page 6a & 6b, Section IV, Scope , relates to the Efficiencies attained recorded on Page 7, Section VII.
MET		! 7. After the first year, the beginning/current inventory, Page 6a & 6b, Line 1b , is the same as the closing/current inventory for the previous year, Page 6a & 6b, Line 1a . After the first year the beginning/non-current inventory Page 6a & 6b, Line 4c , is the same as the closing/non-current inventory, Page 6a & 6b, Line 4a.
MET		! 8. All non-cash current/operating expenses recorded on Page 6a & 6b, Lines 2c and 2e are also reported as income on Page 6a & 6b on Line 1f and/or 1g or if not directly related to the SAE in Section VIII., or X.
MET		! 9. Applicant's Total Return to Capital, Labor and Management has been accurately transferred from Page 6a & 6b, Line 6 to Page 8, Section XI, Line 1.
MET		! 10. Applicant's Non-Cash Income Not Related to this Award Area has been accurately transferred from Page 8, Section VIII to Page 8, Section XI, Line 2.
MET		! 11. Applicant's Earned Income Not Related to this Award Area has been accurately transferred from Page 8, Section IX to Page 8, Section XI, Line 3.
MET		! 12. Applicant's Gifts, Inheritances and Other Non-Earned Income has been accurately transferred from Page 8, Section X to Page 8, Section XI, Line 4.
MET		! 13. The Maximum Possible Increase in Owner's Equity, Page 8, Section XI, Line 7 must exceed/or equal the Gain in Owner's Equity, Page 8, Section XI, Line 8.
MET		! 14. The Total Inventory Change, Section V, Line 1c (calculated by adding all numbers across the page in line 1c on page 6) is equal to the difference in operating inventory from beginning to end of the project as shown on Page 5, Section II, line 2 Total Current/Operating Inventory
Y N	Y N	15. Applicant has included no more than a two page resume.
Y N	Y N	16. Applicant has included no more than a one page written evaluation by the most recent agriculture instructor describing the progress that the applicant has made in developing the skills and competencies necessary for success within the award area in which they are applying.
Y N	Y N	17. Applicant has included a maximum of six photographs with captions containing less than 50 words each.
Y N	Y N	18. Applicant has included a maximum of one page (maximum size 8 1/2" X 11") of additional information. This may NOT include the following: Video Tapes; Computer disk: CD ROMs; DVD's; etc.
Y N	Y N	19. The application is properly signed by the applicant, parent or guardian, chapter advisor, school superintendent or principal, and submitted to the State FFA Advisor.
MET		! 20. Does the Beginning, Related to Proficiency (A), Total Current/Operating Inventory, Page 7, Line 1d , match the beginning/current/operating inventory for the first year of the program Page 6a, Line 1b ?
MET		! 21. Does the Ending, Related to Proficiency (C), Total Current/Operating Inventory, Page 7, Line 1d , match the ending/current/operating inventory for the last year of the program Page 6a & 6b, Line 1a ?
MET		! 22. Does the Beginning, Related to Proficiency (A), Total Non-Current/Capital Assets, Page 7 Line 2c , match the beginning/non-current/capital inventory for the first year of the program, under Non-Current/Capital Transactions, Page 6a, Line 4c ?
MET		! 23. Does the Ending, Related to Proficiency (C), Total Non-Current/Capital Assets, Page 7, Line 2c match the ending inventory for the last year of the program, under Non-Current/Capital Transactions, Page 6a & 6b, Line 4a ?



Dustin Marsh

(555) 649-1236 (home) (555) 649-2139 (barn)

5680 South Pittman Road, Anywhere, Texas 70001

Anywhere FFA Chapter

Career Objective:

PreVet/Animal Science Major

Education/Academic Training:

High school graduate (current)

Anywhere High School, Anywhere, Texas

Enrolled at Southwest Texas University

FFA Leadership Activities/Awards:

1997-98 Star Greenhand Area VII

Junior Farm Skills 2nd Area VII

District Meeting/Delegate

State Convention/Delegate

Dairy Production Award

Breeding Swine Production Award

Calf Scramble/SALE-caught calf

Broiler Exhibitor/SALE

Swine ExhibitorBCJLS//HLSR

Turkey ExhibitorBCJLS/SALE/HLSR

1998-99 Star Chapter FFA/Area VII

Senior Farm Skills 7th State

District Meeting/Delegate

Area VII Convention/Delegate

Livestock Judging/BCJLS/SALE-1 st place team

Poultry Judging/5th SALE/6th high individual Area/2nd State

Broiler Exhibitor/SALE

Turkey ExhibitorBCJLS/SALE/HLSR

Swine Exhibitor/ BCJLS-Champion and a Res. Champion Hamp breeding gilt/SALE

1999-00 Senior Farm Skills 2nd Dist./1 st Area/3rd State

FFA Student Advisor

Poultry Judging /1 st high individual & 1 st place team State

Poultry Biathlon/4th SALE

Livestock Judging/SALE-1 st place team

Broiler Exhibitor/SALE

Turkey Exhibitor/SALE/HLSR

Swine ExhibitorBCJLS/SALE-2nd place CrOSB/HLSR-22nd place York

Dairy Exhibitor/ BCJLS-Champion Dairy cow/SALE

2000-01 Texas Pork Producers' Leadership Camp

1 st Place National Poultry Judging Team/5th high individual

Attended National FFA Convention in Kentucky

FFA Chapter Secretary

Senior Farm Skills-3rd State

Market Swine ExhibitorBCJLS/Ft. Worth-5th place Hamp/SALE-2nd place Cross/HLSR

Breeding Swine ExhibitorBCJLS-Res. Champ. Hamp gilt/SALE-Champion & Reserve

Champ. Hamp gilts, Res. Champ. Hamp boar in Open Show

Broiler Exhibitor/SALE

Turkey Exhibitor/BCJLS/SALE/HLSR
Livestock Judging/SALE/SWT Jr. Col.-1 st high individual
National Finalist-Diversified Proficiency Award 2000 & 2001
Star Lone Star Farmer/Area VII/State finalist

School Leadership Activities/Awards

National Honor Society
BETA Club
Junior Varsity Soccer
FFA Officer
SALE scholarship/National FFA Poultry Judging ScholarshipMochheim Prairie Ins. Scholarship

Community Leadership Activities/Awards

SALE Go Western Gala valet parking	Assist at local pig sales
4-H community service projects	Assist friends & neighbors with their
Donate food and clothing to needy	animal projects or herds

Professional Associations:

East Central FFA-junior member 1991-1997	East Central 4-H Club member
chapter member 1997-2000	1991-2000 officer
chapter officer 1999-2001	1992-1999
American Jersey Cattle Club junior member	St. Hedwig 4-H Club member
1996-present	2000-01
Texas Pork Producers Association	National Hampshire Association member
member 2000-01	1998-present
National Swine Registry member	National Duroc Association member
1998-present	1998-present

Other Accomplishments:

I have placed broilers and turkeys at SALE and HLSR and have placed a pig two of the past three years at Houston. I placed all projects except the dairy cow at San Antonio last year and placed 2nd this year with a Cross which I bred and raised. I was a member of the Livestock judging team this year. I began my breeding swine enterprise in fifth grade with one gilt and have since expanded to 24 gilts and sows including Hamps, Yorks, Durocs and Crosses. Not only do I raise pigs to show, I also sell them to others for shows. I have increased my show pig sales from 8 or 9 the first year to 124 this year.

Current Professional Experience:

Raised on dairy farm, own and manage 12 dairy cows as part of our family's herd, farm 175 acres, weld, vaccinate cattle and swine and treat for various illnesses, show and sell animals for profit, participate in FFA and 4-H activities, attend livestock clinics and auctions, manage a breeding program including artificially inseminating breeding swine

Agricultural Field Experience:

Farming--Marsh Dairy Farm and custom work for neighbors, 1992-present Raising livestock-- for show, market, and breeding 1986-present Veterinary Science--hands-on experience at the dairy (since I could walk); volunteer work for County Line Animal Hospital, Adkins, Texas, 1987-present Farm Skills--member of Junior and Senior FFA Farm Skills teams placing at District and State, 1997-2000



The National Organization of Agriculture Students

Anywhere FFA
7173 F. M. 1628
Anywhere, Texas 70001
(555) 649-2951 Ext. 133

B. Employer or Instructor Statement

Dustin's swine SAE began at an early age. From the time he was able to walk, he has been involved in his family's swine enterprises. In the early stages, Dustin's participation was limited to minor chores and the exhibition of animal projects.

As Dustin matured the level of involvement increased. Dustin began to manage the farrowing house and nursery. He is responsible for ear notching, teeth clipping, tail docking, and pig health. The routine vaccination and deworming of the breeding herd and growing animals is also his responsibility.

Dustin has increased the quality of the show pigs produced through artificial insemination.

Dustin has also developed an awareness of the computer system for record keeping. He was the star Greenhand of the Area VII, the Star Chapter Farmer F.F.A degree and has served as an officer for his local chapter. He was on the Poultry Judging Team that received first place at Nationals this past October.

As Dustin's Agricultural Science Teacher, I am confident that he has developed the skills and competencies necessary for success in animal production.

Dennis Ellebracht
Agricultural Science Teacher

The FFA Mission
FFA makes a positive difference in the lives of students by developing their potential for premier leadership, personal growth and career success through agricultural education.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin D. Marsh

DIVERSIFIED LIVESTOCK PRODUCTION

PHOTO #

1



We milk twice a day every day. Since I do the majority of field work like plowing, planting and cutting, raking, baling and hauling hay, I rarely get to milk; however, I am the relief-milker when necessary. Pre and post-dipping our cows is a preventative measure for mastitis control.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin D. Marsh

DIVERSIFIED LIVESTOCK PRODUCTION

PHOTO #

2



While fresh semen is used in hogs, dairy sire semen is stored in liquid nitrogen and requires thawing in a water bath for one minute and should be used within fifteen minutes. My dad taught me how to prepare semen for artificial insemination.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin D. Marsh

DIVERSIFIED LIVESTOCK PRODUCTION

PHOTO #

3



Good sanitation practices and proper placement inside the reproductive tract are keys to good conception. We strive for a 70-80 percent first-service conception rate. My dad taught me how to artificially inseminate a cow. Cows and heifers have to be watched carefully to detect heats.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin D. Marsh

DIVERSIFIED LIVESTOCK PRODUCTION

PHOTO #

4



Rather than filling feeders, I prefer to use only what will be eaten in a specified time, so I can keep fresh feed out at all times; therefore, I check feeders several times daily. I also make sure all pigs are active and eating and that none appear ill.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin D. Marsh

DIVERSIFIED LIVESTOCK PRODUCTION

PHOTO #

5



Collecting semen is a chore I really don't enjoy, but somebody has to do it. Collecting semen allows me to breed more than one sow per collection. Semen used within three days increases the rate of first-conception. Semen should generally be used within seven days.

VI. SUPPORTING DOCUMENTATION (continued)

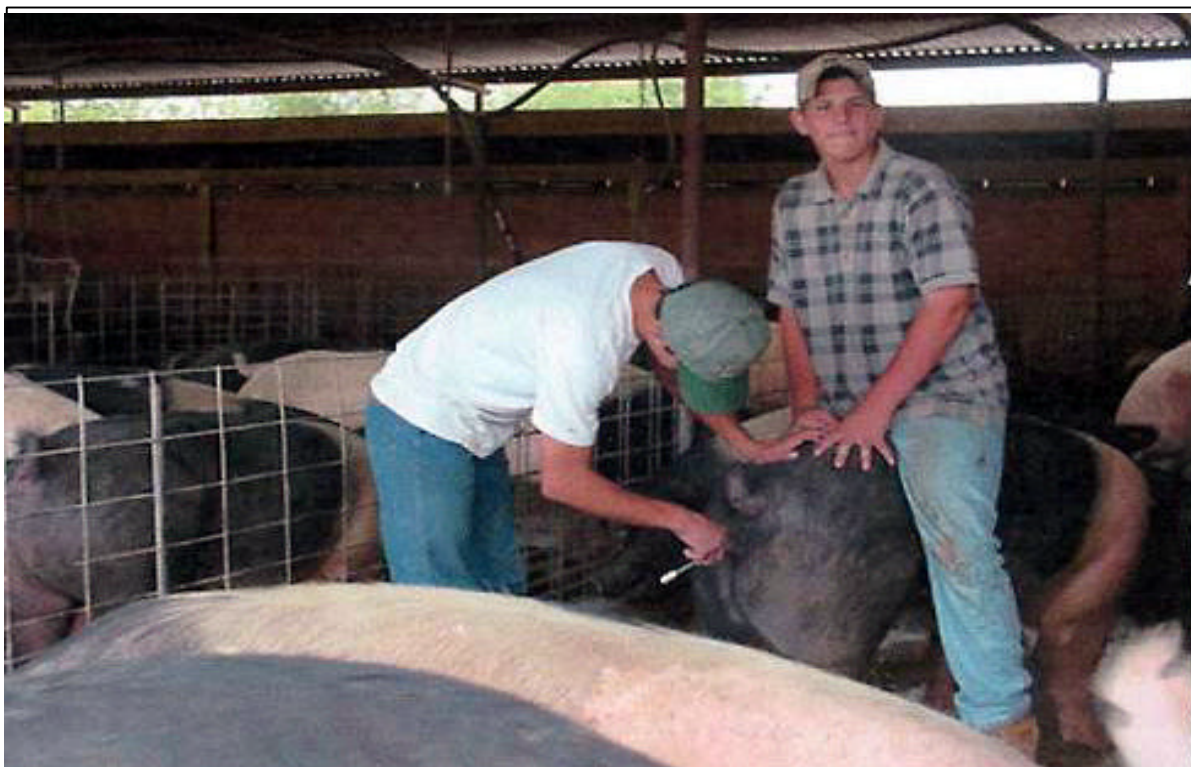
C. Supporting Pictures

Dustin D. Marsh

DIVERSIFIED LIVESTOCK PRODUCTION

PHOTO #

6



The first time we bred one of my gilts, my dad called a major pig producer for directions. We basically had a successful trial run. My dad and I both AI my hogs depending on who is available at the time. I have not quite mastered breeding without some assistance.